

	Classroom 102-103	Classroom 104-105	Classroom 106-107	Classroom 108 - 109	Conference AB	Conference CD	Ballroom EF	Classroom 203 - 204
<b>Tuesday, November 18</b>								
Concurrent Workshops 8:45 - 9:45	<i>T01-New Wheels Mike Bisogno Gary Johnson</i>	<i>T02-Vested Outsourcing Kate Vitasek</i>	<i>T03-Name that Price Andy Repak</i>	<i>T04-Procurement Excellence: Enabling Growth through Innovation Chris Sawchuk</i>	<i>T05-Virginia State Procurement- New Directions Robert Gleason</i>	<i>T06-Small Business Supplier Diversity- Micro is Big Tracy Jeter</i>	<i>T07The Vendor Experience - A Tour for eVA Buyers Vicki Beasley</i>	<i>T08-The Procurement Journey...a Continuing Saga Erma Baker</i>
General Session 10:00- 11:15	<i>"Leveraging the Power of Procurement" Panel- Ballroom A-D Moderator: JON HANSEN Panelist: TIM CUMMINS, CHRIS SAWCHUK, RICK GRIMM &amp; KATE VITASEK</i>							
11:15 - 12:30	Lunch - HALL A							
12:00 - 2:30	EXPO - HALL B							
Concurrent Workshops 2:45 - 3:45	<i>T09-Recognizing and Applying Procurement Preferences Kelly Langley Pete Stamps</i>	<i>T10-So What? Focusing on performance your customer cares about David Dise</i>	<i>T11-What's in your file? How FOIA keeps procurement transparent Julie Whitlock</i>	<i>T12-DEB Updates on Statewide Construction Procurement Initiatives/Efforts Ed Gully</i>	<i>T13-The Power of Pcards Kristin Bolden Dave Nakagawa Jamie Spears Maureen Sudbay</i>	<i>T14-The Future of Virginia Cities and Communities Susan Baxter</i>	<i>T15-Managing your Unruly and Divergent Contracts Brian Craig Kim Hatala Suzanne Swinson</i>	<i>T16-Building Bridges: How to Develop Relationships that Work for You Betty Lowther</i>
Concurrent Workshops 4:00 - 5:00	<i>T11-What's in your file? How FOIA keeps procurement transparent Julie Whitlock</i>	<i>T18-CPO Debrief on LPP Panel Jon Hansen</i>	<i>T23-VITA Trivia Greg Searce</i>	<i>T19-Getting it Done: DEB Statewide Contracts Shirley McNutt</i>	<i>T20-APSPM Update Dennis Blackwell Maureen Daniels</i>	<i>T14-The Future of Virginia Cities and Communities Susan Baxter</i>	<i>T21-Advanced Tools for IFB Shane Caudill Frank Denny</i>	<i>T22-Town Hall Conversations &amp; eVA Bryan Chamberlain Jan Giffin</i>
<b>Wednesday, November 19</b>								
Concurrent Workshops 8:30 - 9:30	<i>W01-Enhancing Professional Communication Skills Meriah L. Crawford</i>	<i>W02-Classroom Feud! (Mandatory &amp; Optional Sources) Gregory Brown Angel Rodriguez</i>	<i>W03-Bridging the Disconnect between Finance &amp; Purchasing Jon Hansen</i>	<i>W04-Executive Order 20 Frank Denny Sandra Gill Suzanne Swinson</i>	<i>W05-VITA Trivia Greg Searce</i>	<i>W06-Effective Cross Culture Communications Sonia Aranza</i>	<i>W07-The Power of Quick Quote Brian Craig Dana Parent Jerry Stokes</i>	<i>W08-The Procurement Journey...a Continuing Saga Erma Baker</i>
Concurrent Workshops 9:45 - 10:45	<i>W01-Enhancing Professional Communication Skills Meriah L. Crawford</i>	<i>W09-Ups and Downs of Cooperatives Lynn Enders Pete Stamps</i>	<i>W10-Supplier Relationships &amp; Compliance Cidna Unger</i>	<i>W11-Retirement- Before &amp; After Rise Flenner</i>	<i>W12-The Dark Side of Negotiations: Ploys and Tactics Irene Marnell</i>	<i>W06-Effective Cross Culture Communications Sonia Aranza</i>	<i>W13-Quick Needs Request Using the eMall...and More Sandra Gill Gail Kemper Clarence Wilson</i>	<i>W14-No Seat at the Table? Build Your Own Chair Tina Borger</i>
Concurrent Workshops 11:00 - 12:00	<i>W15-On Speaking Terms Chris Nichols Cindy Wilson</i>	<i>W16-Purchasing "Wheel of Fame" (Facts, Tips &amp; Tricks) Gregory Brown Jerry Stokes</i>	<i>W17-Procurement Potpourri Ang Curry Ron King Mike Oprysko</i>	<i>W11-Retirement- Before &amp; After Rise Flenner</i>	<i>W12-The Dark Side of Negotiations: Ploys and Tactics Irene Marnell</i>	<i>W18-It's a Multigenerational World: Are You Ready? Sonia Aranza</i>	<i>W19-eVA User Group - Where Do You Want to Go Next Shane Caudill Bob Sievert</i>	<i>W20-Become an Exceptional Leader Don Rainey</i>

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